

PARAGUAY LOOMS IN CATTLE RAISING

American Capital Now Taking
Advantage of Great National
Opportunities.

NEAR RIVAL TO URUGUAY

Herds Constantly Increasing
Despite Great Supply Sent
to Market Yearly.

The many items which have appeared recently pointing out the opportunities for stock raising and packing house development in several of the South American countries have caused some wonderment as to the reasons why the possibilities in Paraguay seemingly have been overlooked. This overlooking has been only on the part of news vendors, however, for American capital has not been blind to the future of the livestock industry in this little known country and one company alone is now developing a tract containing over a million acres of land and has in operation at the present time a fully equipped packing house, modern in all respects and with a capacity of 1,000 head of cattle a week.

Certain parts of Paraguay offer natural attractions to this industry unsurpassed by those in any other country. The profile of these regions is that of a rolling grass covered plain sufficient in area for the sustenance of countless herds of cattle. The center of the country is traversed by the Paraguay River, which provides navigation for the enormous steamers at all seasons of the year. Cattle to the number of 5,000,000 are now in Paraguay, giving that country over five head to each inhabitant, a higher ratio than is to be found in any other important stockraising country of the world, excepting Uruguay, and ten times that of the United States. As regards the ratio to area, Paraguay has 11.8 cattle per square kilometer, compared with 4.18 in Uruguay, 9.7 in Argentina, 5.6 in Brazil, 1.6 in Australia and 5 in the United States.

The growth of the cattle industry during the present decade is little short of remarkable. In 1910 the official figures showed an export of only eleven thousand head of cattle, while the statistics for the last three years are not available. It is stated by those in a position to know that the number has increased still more.

Herds Being Increased.
The most encouraging feature of this growth is that while the export of hides and skins has held its own, representing the slaughter of over 300,000 cattle yearly, the percentage of the total cattle thus disposed of has actually decreased from 9.3 per cent to 4.4 per cent. This means that the herds of Paraguay are not being depleted but are gradually being increased.

Another encouraging feature is to be noted in the fact that the area available for cattle raising is constantly extending and will continue to do so for some years to come. A large part of Paraguay is covered with forests of both hard and soft woods. Exploitation of these forest areas is increasing and some fourteen companies, two of them American, are now in active operation. The soft woods can be replaced, but the hard woods, of which the quebracho is the most important, will hardly be replaced on account of its slow growth. According to the demand which will be turned into stock ranges, a policy which is now being followed by leading forest exploitation companies.

As an interesting by-product, so to speak, of the investment of American capital in the cattle and quebracho industries of Paraguay, is to be noted the

fact that our share of Paraguay's imports has been steadily increasing. In 1913 8 per cent of the total imports came from the United States, in 1912 12.5 per cent, and in 1911 17 per cent. The United States now leads all other countries in the supply of those electrical goods, firearms and ammunition, hardware and cutlery, and musical instruments and music, and has made important gains in the supply of food and grocery products, haberdashery and novelties and textiles.

In fact the more American goods are placed upon the market in Paraguay the more acceptable they become to the Paraguayan people, who formerly were prejudiced against American manufacturers through the belief that they were higher priced than those produced in Europe and inferior in quality. Experience of other countries has shown that the investment of capital is always followed by a demand for the products of that country.

BRAZIL PREPARES NAVAL PROGRAMME

Army and Air Service Also to Be Enlarged.

RIO DE JANEIRO, Aug. 1.—A gigantic programme that will involve material increases in the army, navy and the aviation service of the republic, and which also includes the building of a country in an advantageous position in so far as the protection of its coast is concerned, is under way.

The Government's programme of increasing its navy strength was revealed when the Minister of the Navy petitioned the President for additional fighting units for the naval establishment of the Government. In his petition the Minister proposed the immediate purchase of two cruisers, five torpedo boat destroyers, three large and six small submarines, one mine layer and dynamite boat. The Minister also recommended the establishment of a naval base on the Iles Grandas, declaring that Brazil's navy force was at the present moment insufficient to protect its entire coast, and advising that this dangerous situation be remedied without delay.

Along with this naval programme Congress has voted the largest budget in the history of Brazil for the modernization of the army. The Minister of War, in an interview with the Brazilian press, declared that the army was totally disorganized owing to the policy of theoretical instruction. "We lack the spirit of construction," he said. "And in spite of the world difficulties which I must face, I shall attempt to construct."

The Minister of War advocates the production of munitions and other war materials in the country instead of depending on foreign factories to supply this material.

As a preliminary step in the army programme a commission of French experts has been sent to study the immediate future to participate in the reorganization movement.

Another step in the development of Brazil's fighting strength will be taken with the establishment of an aviation school in the country. The Handley-Page company and the Caproni airplane company have submitted bids to the Government to establish aviation schools and instruct young Brazilians in the art and technique of flying. The press is giving the movement considerable support, and the Government is weakly in the Government in this branch of the fighting service.

PESSOA NAMES CABINET.

President of Brazil Enters Office With Full Staff.

President Pessoa, upon assuming office in Brazil, named the following members of his Cabinet:

Minister of Foreign Relations, Dr. Manoel Alves de Azevedo, professor, former Deputy from Sao Paulo and former Minister to England; Minister of Government, Alfredo Pinto, former Chief of Police of Rio Janeiro and prominent politician; Agriculture, Ildefonso Simon Lopes, former Senator; Public Works, Jose Pires de Rios, former Director of Railroads; War, Mathias Caldeira, civil engineer and former Deputy; Navy, Raul Bessaum, Admiral; Treasury, Honoreo Baptista, President of the Chamber of Deputies.

Other appointments were as follows: Prefect of the Federal District of Rio Janeiro, Dr. Otiliano Maria de Faria, ex-Senator; Chief of Police of Rio Janeiro, Geminiano Franco.

Cuba to Get German Ships.

Five German steamships anchored in Cuban waters when the island republic declared war on Germany and later, when the Government will be returned to Cuba, according to announcements coming from that country. Four of these steamships were turned over to the United States in order that this country might transport munitions and men to Europe during the war, the fifth being used by Cuba for transporting troops and carrying sugar to the United States.



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RUBBER MAKING SECRETS REVEALED WITH DISCOVERER

Captain Hunicke Drowned While Perfecting Scheme
to Extract High Grade Product From Plants
Believed to Be Worthless.

By S. F. VERNER.

Written especially for the Latin American Section of THE SUN.

A series of tragic incidents in the history of the rubber trade have been recently brought to light in Panama.

Capt. F. H. Hunicke was a graduate of Annapolis and an officer in the United States Navy twenty years ago when he happened to become acquainted with a shrub growing wild on the plateau of Central Mexico which was found to possess a rubber-like gum. This discovery is said to have been made by some of the explorers of the region, who were searching for little Mexican boys called guayules. It was found by Capt. Hunicke that this shrub occurred in enormous quantities. Thousands of square miles of the Mexican plains were covered with it.

The idea was conceived of extracting the gum for commercial purposes and an experiment showed that a low grade substitute for rubber could be made from the gum. Rubber men differ upon the subject of the scientific classification of the plant, but it is generally known for the product in the rubber industry, and Capt. Hunicke became one of the central figures in the early development of the rubber industry in Central America. Some of the most influential capitalists interested in the rubber business backed him, and he put up a large mill in Torreon in the State of Coahuila.

How Rubber Was Extracted.

Three principal processes were involved in obtaining rubber from the shrub which is something like the mesquite, although radically different. It was cut, baled and shipped to the mill, and then crushed by immense steam rollers, just as sugar cane is. After this crushing, the resulting mass was put into large vats, in which, while hot and smooth, it was placed. The cylinder being then revolved at a high rate of speed, the latex ground the mesquite into fine dust. This powdered guayule was then immersed in water, with the result that the sticky fibre gradually became water-logged, and sank to the bottom, while the rubber fibres floated on top and could be skimmed off.

This system, largely devised and perfected by Capt. Hunicke, produced sometimes as high as 600,000 pounds of guayule rubber a month.

The possibilities of obtaining rubber from shrubs and small plants under this system as compared with the slow method of tapping large rubber trees caused a worldwide search for similar shrubs. It was found that there were several such shrubs in West and Central Africa. The most promising of these was called by the French and the Belgians "caout-chou de herbe," or grass rubber.

One of the earliest investigators of its properties was an American explorer who became acquainted with Capt. Hunicke. The African grass rubber plant is known to the natives as "Londolli." This plant, unlike guayule, produces a genuine rubber about which there is no dispute among rubber men. When obtained pure, it is also of high quality. The plant grows two feet high, bearing fruit about the size of an apple, which is much esteemed by the African natives.

The peculiarity of the plant, which also caused it to be called the root rubber plant by some, lies in the fact that it has a wonderful system of underground stems, which ramify from the plant throughout the soil in every direction. These underground stems also put up

ECUADOR AWAKES TO SANITARY NEEDS

Quarantine Against Yellow
Fever First Move.

Bouador, according to reports received last week, has declared a quarantine against ships touching at the northern ports of Peru. The cause is the rumored presence of yellow fever at Payta. Such a report sounds strange indeed to those who have always thought of Guayaquil as one of the most pestiferous of the west coast. But times do change, and sanitation has at last come to Ecuador's leading port. By some this action on the part of Bouador will be placed in the same category with many similar decrees of the past, for it has not been uncommon for Bouador, when displeased with some action of Peru, to thus attempt to distract public attention from the condition of her own port; but this time it is quite probable that it is not a case of the pot calling the kettle black.

The success of the Panama Canal Commission in combating tropical diseases "gave the South American countries furiously to think," and several of them have attempted to go and do likewise. Various attempts have been made in Ecuador during the last decade, but without success until the recent campaign carried out under the direction of Gen. Gorgas. One of the most interesting of these campaigns was that of the J. G. White Company.

A contract was drawn up between its London office and the Government of Ecuador for a large undertaking, including the extermination of mosquitoes. Previous to the signing of the contract some of the demagogues discovered that American capital was also interested in the only oil field in the country, the result of the old Archer-Hammon, Guayaquil-Quito Railway controversy, to such an extent that the contract fell through. During the last few years, however, results have actually been obtained. The Government has at last seen the absolute necessity of sanitation for Guayaquil, and in spite of revenue and other war difficulties the Government has spent in the neighborhood of a quarter of a million dollars annually for this purpose. As a result it seems very possible that in the near future it will not only all Ecuador, but over 95 per cent of its foreign trade passes through this port. It is unnecessary to expatiate at length. Suffice it to say that for the first time in the history of the Pacific Steam Navigation Company's ships are now making Guayaquil a regular port of call in their voyage north to Panama, while the vessels of the Peruvian line stop going both north and south.

American Society Elects Officers.

Mr. William F. Montavon, former commercial attaché of the United States Government in Peru, has been elected president of the American Society of that country at a recent election. Mr. W. G. Holloway was elected first vice-president, Mr. Hugh S. Hunter second vice-president, Mr. J. M. Schultze treasurer, and Mr. A. E. Russell, secretary. The board of managers is composed of J. H. Pechan, W. O. Murkland, J. W. Maller, G. N. Griffin, Stewart L. Rawlings and L. S. Malsides.

Secret Dies With Him.

Besides all this there are many genera of plants containing rubber, and if they could be subjected to the same process as the one hand or their juice be built up by the chemical process into high grade rubber or the other they might produce more than any of the foregoing, since these low grade plants occur all over the world and in some cases in vast quantities. Among them is a tree in Panama, which Capt. Hunicke's attention was attracted. He came to the isthmus to investigate it and spent about a year in chemical experiments with the juice of this tree, the product of rubber which he declared just before his death would astonish the world.

He had only two confidants in his secret, one of whom was an old naval officer and the other a young man who had been interested with him in the rubber business before.

Capt. Hunicke was accustomed to going into the forests of Panama to obtain samples, and one day he received a report concerning a region in which it was said that large quantities of the secret had been discovered. He decided to make a quick trip to that region in quest of the secret. The report of his friend he embarked on the Atlantic in a small launch. Because the night was hot, when he went to sleep he chose the deck of the launch. Being a large and heavy man, it has been supposed that in the tossing of the boat he was thrown across the rail with sufficient force to break it and was thrown into the sea.

His secret died with him except to the extent that he had confided the leading indications of his efforts to his friend, who he thought he could trust, and from whom his account has been obtained.

The prosperity of the Island of Cuba and the close relations with the United States served as the text of a paper read by Carlos Manuel de Cespedes, Minister of Cuba in the United States, before the conference of the American Manufacturers Export Association recently.

CUBA'S PROSPERITY TOLD IN FIGURES

Diplomat Also Gives Hints to
Exporters.

The excess of imports of the year 1913 as compared with those of 1912, was \$38,547,738, said Mr. de Cespedes, "and an increase of \$69,855,446 in exports, the total foreign commerce of Cuba being \$710,847,466, according to the last report of the Minister of the Treasury.

"My most fervent desires are to aid American exporters and importers of our products, explain to you the best way to strengthen the relations between the two republics, and it pleases me greatly to have the pleasure to personally and directly explain to the exporters and manufacturers of the United States that there are no great difficulties in the road to bring the trade with Cuba to a maximum figure.

"Splendid advertisements and catalogues generally written in English, are not sufficient to induce the foreign importer to make large purchases in this country. It is necessary that you exhibit your products, explain their uses, and intelligent representatives their origin and conditions of packing, etc.

"It is really a loss of time to try to sell our and other similar products of our country through the hands of the intermediary, who is not interested in your buyer an opportunity to examine them first. The Cuban merchant is very careful of what he imports and he buys only of those who can show him the people go to the stores to purchase the daily necessities they generally like to see the mark of their liking, and they will buy absolutely nothing whose superiority is not acknowledged.

BOUNDARY DISPUTE ENDS.

Ecuador and Colombia Reach
Friendly Agreement.

CARTAGENA, Colombia, Aug. 1.—The last chapter in the boundary dispute existing between Ecuador and Colombia for many years was closed on July 10 when accredited representatives from both Governments signed a treaty in Cartagena defining the exact frontier lines between the two countries. The Ecuador Mission was headed by Dr. N. Clemente Ponce.

The visit of the mission was the occasion of a series of programmes of entertainment ending with a banquet which speakers from both countries reiterated their friendship which had begun since the days of the wars for liberation.

Rio a Great World Capital.

Rio de Janeiro is now ranked among the greatest of the world's capitals, according to Imbrie & Co., bankers, of London, England, and New York. With the exception of Washington, D. C., it was the only city in the Western Hemisphere whose nation was represented on the Executive Council of the League of Nations. Rio's population is exceeded only by New York City, New York, Chicago and Philadelphia. Her per capita debt is one-quarter that of New York.

BEEF AND HIDES NOW GRABBED

Eyes of World Turn to South
America for Ever Increasing
Demand.

FIELD HERE NARROWS

Germans Plan to Preempt Vast
Stretches of Grazing Land
in Argentina.

Inquiries which have recently come to the Foreign Trade Bureau of the Guaranty Trust Company of New York indicate a steadily increasing interest in Latin American countries as fields for the growing of cattle. The gradual decrease in the area of land that is cheap and immediately available for grazing purposes, and the high prices offered for beef and hides are probably the immediate causes for this stimulation of interest. Yet, according to A. H. Baldwin, assistant manager of the Guaranty Trust Company, the men who are taking the initiative in this matter are not only hoping to gain wealth for themselves, but are acting in accordance with a definite need of the people of the United States, and are paving the way for the solution of difficulties which will multiply steadily in the next few years.

"The ever increasing industrialism of our country," said Mr. Baldwin, means, of course, that a larger proportion of our people are living in cities and industrial centers, and that fewer, proportionately, are engaged in the production of raw material and foodstuffs. It will be many years, probably, before we cease to have cotton, wheat and corn for export, yet it is interesting to note that the vast stretches of land in Brazil, Argentina and other countries to the south of us, our population is increasing at a rapid rate, and the demand for our goods, both here and abroad, is advancing by great strides. Our former cattle ranges are turning into wheat fields, and prices of meat are rising, and our own people are everywhere only a few years ago, has risen out of proportion to that of other products.

Must Turn to South America.

"Unless we increase our production we shall be forced to adopt the European standard and be satisfied with much less meat than heretofore we have considered necessary to satisfy our living. The mere ability to pay the price will not suffice when there is not enough meat to go around.

"Hence, must turn to South America. Our interests in meat production in the Argentine is already great, but most of the meat packed there by American capital is sent, not to the United States, but to Europe. There is a greater need here than there. The production of that country and of the others where cattle grazing is possible would have to be greatly increased before the price could come down to a figure attractive in the eyes of the American housewife.

"We hear that Germany is already planning to preempt great stretches of land, and grazing land in the Argentine, not by buying the product of those lands, but by sending settlers who will develop them and keep in close touch with their home country, and in all probability, sell to Germany in preference to other bidders. The Government of Argentina would naturally look with favor upon such a venture, and the country's need is for people—just plain ordinary people, the kind who go into a region, build up its farms and its towns and add to the national wealth.

Americans Equally Welcome.

"Americans who were willing to make the sacrifices necessary would certainly be as welcome as Germans and as successful. The importance to our country of their initiative in meat production is estimated. They would form the nucleus of the organization which ultimately must exist there to supply the food needs of our own people, and as a result, also a market for some of our manufactures. In addition to all this, however, they would also bring us into closer touch with the people to the south, and their very presence would overcome whatever lingering prejudice against North Americans may remain in the minds of some of the less informed of our neighbors, and make more easy the development of those closer international economic relations which we are beginning to understand are necessary for the continued happiness and well being of the world."

BOLIVIA LARGELY INDIAN.

White Population Hardly More
Than 12 Per Cent.

In a recent issue of the Boletín de la Sociedad Geográfica de La Paz de Bolivia it is stated that of the total population of the country (1,816,371) taken in 1909, 86 per cent was pure Indian, while 8.75 per cent was classified as being of mixed blood and only 1.12 per cent as "white," the remaining 9.62 per cent being equally allotted between the two extremes, and unclassified Indians.

"As a matter of fact," says the Boletín, "it is doubtful if the 12.75 per cent, classified as white would amount to more than 4 or 5 per cent of all with Indian blood in their veins were excluded. Thus it will be seen that the population of Bolivia is predominantly Indian. In one department, that of La Paz, 55.61 per cent is pure Indian and 8.99 per cent mestizo, leaving only 8.13 per cent classified as white. In this one department the total number of Indians was \$28,421, within the whole of the United States there are \$25,998."

PLAN FLIGHT TO ARGENTINA.

British Dirigible Expected to Make
Trip in Four Days.

The Vickers-Vimy plant in England is building a huge airship along the same lines as the R-34 that recently visited Montevideo, which it expects to use in a flight from London to Buenos Aires this month, according to reports from Europe.

The giant dirigible will be called the R-160, and aside from a large crew will be able to carry ten passengers and make the air voyage to Buenos Aires in four days. Transportation will cost \$2,500 and it is said that the reservations for the first voyage are already taken up.

Epidemic in Bolivia.

La Paz, Bolivia, is suffering from an epidemic of pneumonia, typhoid fever and influenza. Forty persons recently died in one day from one of these diseases. The authorities have closed theatres and clubs and have instituted measures to combat the spread of the epidemic.

ARGENTINE MONEY SYSTEM EXPLAINED

Consul-General Here Describes
Stabilizing Methods.

Consul-General Here Describes Stabilizing Methods.

An explanation of the Argentine monetary system has just reached Consul-General Pardo of Argentina in New York City, who offers it to those who are interested in business with that country.

"The monetary system of the Argentine Republic is theoretically on a gold basis, the unit being the 'peso oro' (gold dollar) weighing 6.223 grams at the rate of 9.16ths of the gold," says the report. "The 'peso oro' is divided into 100 'centavos' and according to the monetary law of November 5, 1901, the 'peso oro' is equal to 8 and 2/3 per cent of gold, denominated 'Argentine' and 'half Argentine' respectively, can be coined.

"Foreign coins have legal currency in the country at the following fixed rates, which coincide with the intrinsic value of the various coins:

One pound sterling..... 5.04 pesos oro
20 francs..... 4.00 pesos oro
100 marks..... 14.63 pesos oro
One eagle (\$10 U.S.A.)..... 16.36 pesos oro

"All kinds of transaction with foreign countries are generally made on the basis of the 'peso oro' or foreign coin. As a rule neither foreign coins nor Argentine gold dollars are used for payments in this country. Practically the only currency in circulation is the paper money, called 'peso papel' or 'peso moneda nacional' or 'curso legal,' represented by 20-centavo, 50-centavo, and 100-centavo notes, which, according to law, are unlimited legal tender.

"The legal value of the 'peso papel' represents the 'monetary' gold, which rate has been fixed by the law, the promoter of which was our late President Torcuato.

"Argentine owes to this most beneficent law a great part of the present prosperity, as it has eliminated the fluctuations in the value of paper money, thus giving complete stability to the paper currency.

"The official institution called the 'Caja de Conversión' issues and delivers to all who may demand it paper notes in the proportion of one 'peso' paper for 14 'centavos' of gold and one 'peso' gold for the same proportion of paper notes."

COLOMBIA RICH IN COFFEE.

Annual Production of One Region
Is 19,000 Tons.

Twenty-five thousand hectares of land in the rich department of Antioquia are under cultivation in coffee, according to a report made to the Government of Colombia by a commission of business men. The annual production of coffee in this region is estimated at \$8,000,000.

Precious metals exported from this department are valued annually at 4,000,000 pesos, of which 80 per cent belongs to foreign companies.

There are six kilometers of wagon roads for which a charge of 35 cents is made for freight.

Latin American Notes.

Havana's limited water supply has caused Congress to take up the question of immediately relieving the people from the shortage of water. It is expected to read a message to Congress suggesting the expenditure of from four to six million dollars to supply the city with a sufficient quantity of water for all needs.

City officials of Panama are making a census of the Chinese residing in that city, which is the latest in the series of censuses taken in the city. The census of 1913 showed that there were 4,000 Chinese in the city, and the census of 1914 is expected to show an increase.

The municipal council of Cartagena, Colombia, has approved a contract providing for the construction of a telephone exchange in that city.

The promising outlook of the tobacco crop of Bolivia, Colombia, has caused experts to predict the best price in years from the United States, Canada and France this coming year. The tobacco industry is becoming increasingly important in the Department of Bolivia.

The Ulen Contracting Corporation has received the contract from the Bolivian Government for the construction of a sanitation system in the city of La Paz and Cochabamba. The work will involve 2,000,000 Bolivianos.

A crematory has been established in Puno, Colombia, and the product is being exported to France and Germany. One thousand pounds of butter are shipped to the aforementioned countries each week from the crematory.

The business men of San Juan, Porto Rico, have launched the movement for the establishment of a theatre in that city.

Guatemala has raised the quarantine against the Republic of Salvador. The quarantine is established for the purpose of preventing the spread of the disease of smallpox, which has been reported in Salvador.

The foods in the province of Buenos Aires, which did so much damage to crops and cattle interests, are receding, according to advice received from Buenos Aires.

Considerable activity is manifest in the silver mines of Guayaquil, Mexico, where one of the mining machinery are being shipped to renew operations in that district.

The Government of Paraguay is preparing an agricultural exhibit to be held next month, at which the stock and agricultural resources of the country will be represented.

Valparaiso is suffering from an epidemic of typhoid fever, and grip and typhus exanthematica. According to the health authorities of the city, these epidemics are probably due to the water, and he has issued instructions to the people requesting that they boil their water before drinking.

The Association of Reporters of Havana is to have its own home soon in the city.

The Chilean Government will start taking the census of November 31.

A new mole has just been completed in Buenos Aires.

During the month of June the United States purchased from Cuba tobacco amounting to \$3,441,431.

Lieut. Locatelli, member of the Italian aviation mission, has been killed in a crash over the Andes in a non-stop flight from Buenos Aires to Valparaiso in twelve hours. During his flight over the Andes, Lieut. Locatelli obtained photographs that will be of considerable value to other aviators of that region.

Who may desire to perform the same feat.

According to the Bureau of Foreign and Domestic Commerce, Argentina and Paraguay have produced 160,000 tons of quebracho during the present year. Argentina produces 82 per cent, and Paraguay 18 per cent of the product.

The Government of Paraguay has received the Carnegie Foundation. The books will be placed in the Paraguayan Institute and in the University of Asuncion.

Advices from Buenos Aires are to the effect that the transandean road will be sufficiently cleared this month to permit travel again.

The Chaco pressure opportunity for future commercial relations, according to the opinion of travellers in that territory. Small entities, not the foundation of great companies are needed, and it is believed that cotton might prove a prominent industry of that region.

Mexico reports a scarcity of chemical fertilizers, formerly imported from Germany.

Peru has grown greatly increased quantities of wheat, cotton, rice and sugar during the war. Sugar production rose from 175,000 tons in 1912 to 210,000 tons in 1913. The total area being cultivated amounted to about 305,000 hectares. Last year 23,000 tons of long staple cotton were available for export.

Rubber machinery and appliances are badly needed for the forest rubber gatherers of Brazil, Peru, Ecuador, Venezuela, Colombia and Guayaquil, which grow rubber extensively. At present the methods are primitive, retarding the industry greatly.

South American Exchange (Furnished by the National City Bank of New York)

	Cable Demand	Demand
Argentina (gold).....	64.82	64.82
Argentina (currency).....	42.80	42.82
Brazil (milreis).....	27.80	28.88
Chile.....	18.15	18.90
Uruguay.....	100.00	100.00

(Furnished by the Mercantile Bank of the Americas.)

	Demand
Colombia.....	.98
Ecuador.....	1.78
Nicaragua.....	1.015
Peru (Government rate).....	5.015
Venezuela.....	6.16

MEXICO TURNS OUT FIRST AUTOMOBILE

Government Encourages New
Motor Industry.

The first automobile to be manufactured in the Republic of Mexico was shipped from the factory in Monterrey, the State of Nuevo Leon, according to advices received in New York. The name of the automobile is "Monterrey." The Governor of the State has extended all possible facilities to the manufacture of the Mexican automobile with view of offering competition with foreign makes, which are very popular in Mexico. The railroads are also extending cooperation to the extent of reducing freight rates from the factory to other States in the nation.

According to officials of the corporation

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Pompeo A. de Silva, Olicera of Cia. Ind. Importadora, 41 Broadway, New York. Interested in all lines. Address also International Fur Club, 190 West Forty-second Street, New York.

Manuel Pardo of Quito, Ecuador. Interested in jewelry, watches and clocks. Address Herald Square Hotel, New York.

Hugo Sarmiento de Rio de Janeiro, Brazil. Interested in agencies for machinery. Address Herald Square Hotel, New York.

Agustín Espinosa Jarrin of Ecuador. Interested in cattle for breeding purposes. Address care of Consul General, New York.

Alexander Ruiz of P. Ruiz, Havana. Interested in agencies for machinery. Address care of Consul General, New York.

Buyers from South and Central America may register in this column by telephoning Brooklyn 2300, Latin American Department.

Export Trade Developments Reviewed Semi-Monthly

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- developments in important buying countries which promise increased opportunities for American manufacturers and merchants;
- activities of other countries that are seeking export markets.

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